

SUCCESS STORY

NUDO PRODUCTS INC.

The Illinois Manufacturing Excellence Center

"In a small manufacturing community, it's essential to build close relationships and leverage the experience of others. IMEC provided that for us and internally forced us to examine our network of resources, pulling in the right people and resources to get the job done." Tom Titone, Quality & Engineering Manager

COMPANY REDEFINES KEY STRATEGY, DRAMATICALLY INCREASES SALES

ABOUT. Nudo Products, Inc. manufactures laminated panel systems used in a variety of agricultural, commercial, and institutional applications. Based in Springfield, Illinois, Nudo employs 177 people.

THE CHALLENGE. Nudo's existing organizational strategy and metrics were effectively measuring the company's activity and daily emerging issues, but lacked a more sophisticated way to identify gaps in the processes and create an action plan for addressing larger challenges. Ready to define its new baseline for business management, including efficiency and productivity, the Nudo team engaged the Illinois Manufacturing Excellence Center (IMEC), a NIST MEP affiliate.

MEP'S ROLE. IMEC recommended the Promoting Business Excellence (PROBE) benchmark assessment for Nudo. The company assigned a small, cross-functional team of senior managers to complete the PROBE assessment and define next steps for the organization. Taking the assessment results back to the entire organization, it was important for Nudo to include the workforce and align expectations for improvement. Revising existing key performance indicators (KPIs) and honing in on the process and workforce changes were crucial steps.

"One primary target for us was to increase sales growth," said Tom Titone, Nudo Products Quality and Engineering Manager. "But in order to meet that target we needed to bring in new processes and add more CNC capabilities, as well as engineering to support the sales growth." Nudo invested in plant upgrades and employee skills and brought on new manufacturing engineers to ensure its products and processes were in sync and meeting new metric expectations. The company saw a dramatic increase in sales. "We needed to be able to perform on an operations basis," continued Tom. "Those targets were very important to us, so the new metrics and meeting them was essential."



RESULTS



\$3.5M in new sales



15 jobs created, 5 jobs retained



\$20,000 investment in plant/equipment/skills

NEXT STEPS



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